

Message Text

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ACTION AF-06

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P R 031625Z OCT 75

FM AMEMBASSY ACCRA

TO USDOC WASHDC PRIORITY

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AMEMBASSY LAGOS

AMCONSUL HAMBURG

UNCLAS ACCRA 6528

E.O. 11652: N/A

TAGS: BEXP GH

SUBJ: PRIVATE TRADE OPPORTUNITY - SPECIAL HANDLING

REFS: (A) ACCRA 6139 (NOTAL) (B) STATE 231419 (NOTAL)

1. 749/01/P0004

2. 100375

3. R. GRANER

4. 749 GHANA

5. Y - JOINT VENTURE PARTNER OF TRUCKING FIRM

6A. TELEX, TELEPHONE, OR WRITE --

6B. MURRAY H. ROBBINS, MANAGING DIRECTOR

6C. EUROTRADE CORPORATION

HOFWEG 6

2 HAMBURG 76, GERMANY.

7. TEL (040) 220 22 42 - 22 14 84; TELEX 02-163476 TIPP D.

8. --

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9. 101.

10. DESCRIPTION.

3711228-3000. TRUCK TRACTORS, INITIALLY 100 AND UP TO 400 OVER TWO YEARS, 25-40 TON CAPACITY, TROPICALIZED, PREFERABLY DIESEL, SIMPLE DESIGN, WITH SPARE PARTS.

371537-1500. SEMI-TRAILERS, FLAT-BED, INITIALLY 100 AND UP TO 400 OVER TWO YEARS, 25-40 TON CAPACITY, WITH SPARE PARTS.

NEED IS IMMEDIATE; PARTIAL DELIVERIES (E.G. LTS OF 25) ACCEPTABLE. OFFERS SHOULD INCLUDE SERVICING TECHNICIANS FOR GHANA, PLUS TRAINING FOR GHANAIS AT MANUFACTURERS' FACILITIES.

SEMI-TRAILER RIGS ARE REQUIRED TO TRANSPORT CARGO, MOSTLY BAGGED CEMENT, FROM GHANAIAN PORTS TO NIGERIA. UNDER RECENT BILATERAL AGREEMENT, NIGERIA DIVERTING INCOMING CARGO FROM HOPELESSLY CONGESTED LAGOS TO TEMA AND TAKORADI; GHANA HAS BEEN GIVEN MONOPOLY OF TRUCKING THESE CARGOS TO NIGERIA (REFTEL A).

THIS ARRANGEMENT EXPECTED TO BE IMPORTANT GHANAIAN FOREIGN EXCHANGE EARNER FOR NEXT SEVERAL YEARS. CURRENT TRANSPORT EQUIPMENT GROSSELY INADEQUATE TO HANDLE THIS ASSIGNMENT.

ROBBINS STATES HE IS PRINCIPAL OF EUROTRADE, WITH OFFICES ALSO AT 376 BOYLSTON ST., SUITE 508, BOSTON, MA 02116, TEL (617) 267-9030. CLAIMS HE IS FORMER OWNER OF LION ROCK TRADING CO., HONG KONG, WHICH KNOW TO REPORTING OFFICER FROM PREVIOUS POST AS LARGE, US-OWNED IMPORT/EXPORT FIRM; ROBBINS STATES HE SOLD OUT INTEREST IN LION ROCK A FEW YEARS AGO. STATES FURTHER THAT HE RECENTLY SET UP EUROTRADE AS HIS ENTREPRENEURIAL VEHICLE.

ROBBINS INFORMED EMBASSY OCT. 3 THAT HE HAD OBTAINED HIGH-LEVEL GHANAIAN GOVERNMENT APPROVAL TO ENTER INTO JOINT VENTURE WITH STATE TRANSPORT CORPORATION TO PROVIDE TRUCKING SERVICE NOTED ABOVE. HE ALSO STATED THAT GHANAIANS HAD INFORMED HIM THAT MACK TRUCK HAD BEEN INTERESTED IN DEAL BUT HAD RECENTLY NOTIFIED GHANA IT UNABLE TO PROVIDE TRUCKS ON SCHEDULE NEEDED. ROBBINS HAD VISITED EMBASSY SEPT. 22, INTRODUCED BY LOCAL GERMAN ENTREPRENEUR, UNCLASSIFIED

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HEINRICH SAUTER, AND ACCOMPANIED BY ATTORNEY, KIRK Y. GRIFFIN OF FEATHERSTON, HOMANS, KLUBOCK AND GRIFFIN, 45 SCHOOL ST., BOSTON, MA 02108, TEL (617) 227-7830.

EMBASSY HAS LEARNED FROM STATE TRANSPORT CORPORATION THAT ASSOCIATION WITH EUROTRADE UNDER ACTIVE CONSIDERATION BUT HAS NOT BEEN FINALLY DECIDED, ALTHOUGH DECISION EXPECTED SOON.

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